

Message Text

UNCLASSIFIED

PAGE 01 LA PAZ 04027 111659Z

67

ACTION ARA-10

INFO OCT-01 EB-07 ISO-00 /018 W
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R 111500Z JUN 75
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TO USDOC WASHDC
INFO SECSTATE WASHDC 6948

UNCLAS LA PAZ 4027

USDOC

E.O. 11652: N/A
TAGS: BEXP, BL
SUBJECT: WTDR/FII: COMPANIA IMPORTADORA BOLIVIANA S.A. CIBO S.A.

REF: (1) USDOC 07170 (2) STATE 130501

1. BOLIVIA 2. COUNTRY CODE: 335 3. SER NO.: 0020600 4. COMPANIA
IMPORTADORA BOLIVIANA S.A. "CIBO" S.A. 4A. CODE: K: 4B. CODE: 4C.
CODE: X 5: CASILLA 954, PLAZA SAN FRANCISCO 202 6. LA PAZ, BOLIVIA.
7. ESTABLISHED: 1943 8. EMPL. 45 9. SIZE: (18-X) VERY LARGE
10. REPUTATION: (22-X) EXCELLENT 11. SELLS IT SPRODUCTS THROUGH
BRANCH OFFICES AND AGENCIES THROUGHOUT BOLIVIA.
12. RPT. DATE: 06/75
13A. 35231/1235 RET. AGT. DIST. AND IMP. OF WHEEL TRACTORS
AND ATTACHEMENTS
13B. 35233/1235 RET. AGT. DIST. IMP. OF PLANTING, SEEDING AND
FERTILIZING MACHINERY.
13C. 35234/1235 RET. AGT. DIST. IMP. OF HARROWS, ROLLERS,
ULVERIZERS AND SIMILAR EQUIPMENT.
13D. 35235/1235 RET. AGT. DIST. IMP. OF HARVESTING MACHINERY
13E. 35238/1235 RET. AGT. DIST. IMP. OF ALL FARM MACHINERY
AND EQUIPMENT.
13F. 35312/1235 RET. AGT. DIST. IMP. OF TRACKLAYING TYPE TRACTORS.
13G. 35612/1235 RET. AGT. DIS T. IMP. OF HYDRAULIC FLUID POWER
PUMPS.
13H. 35990/1235 RET. AGT. DIST. IMP. OF FILTERS, INTERNAL
COMBUSTION ENGINE.

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13I. 35371/1235 RET. AGT. DIST. IMP. OF INDUSTRIAL TRUCKS AND

TRACTORS.

13J. 35595/1235 RET. AGT. DIST. IMP. OF COTTON GINNING MACHINERY, EQUIPMENT AND PARTS.

13K. 37141/1235 RET. AGT. DIST. IMP. OF PARTS AND ACCESSORIES FOR MOTOR VEHICLES.

13L. 30113/1235 RET. AGT. DIST. IMP. OF TRACTOR TIRES AND INNER TUBES.

14. CONTACT: GUILLERMO ZALLES TITLE: MANAGER

15. CABLE: CIBO, LA PAZ 16. TELEX BX5346

17. TEL: 40841

18. FINANCIAL REFS: BANCO DO BRAZIL, BANCO DE LA NACION ARGENTINA, BANK OF AMERICA, BANCO DE BOSTON, ALL OF LA PAZ. NATIONAL BANK OF NORTH AMERICA, 44 WALL ST., NEW YORK; THE CITIZENS AND SOUTHERN INT. BANK, 1020 INGRAHAM BLDG., MIAMI, FLA.

19. TRADE REFS: CASA HOWSON, HANSA LTDA., INTERMACO (BOLIVIA) S.A., SACI, ALL OF LA PAZ

20. FOREIGN FIRMS REPRESENTED: AGENCY REP. FOR JOHN DEERE INTERNATIONAL CO., 400 19TH ST. MOLINE, ILLINOIS; FOR TRACTORS; ACQUIRED 1963. DRESSER WAYNE, 124 COLLEGE AVE., SALISBURY, MARYLAND; FOR PUMPS; ACQUIRED 1954. DRAKE AMERICA CORPS., 477 MADISON AVE., NEW YORK; FOR FILTERS AND TIRES; ACQUIRED 1970. MACK TRUCKS WESTERN, P.O.BOX M, ALLEN TOWN, PENN.; FOR HEEAVY TRUCKS; ACQUIRED 1972. LUMUS INTERNATIONAL SALES CORP., COLUMBUS, GEORGIA; FOR COTTON GINS.

21. THIS FIRM IS ONE OF BOLIVIA'S FIVE LEADING COMMERCIAL HOUSES AND PROBABLY NUMBER ONE IN ITS LINE OF BUSINESS. FIRM ITSELF REPORTS PAID-IN CAPTIAL EQUIVALENT TO UD\$583,000 AND 1974 SALES VOLUME EQUIVALENT TO US \$537,000. SUBJECT IS BASICALLY A FAMILY OWNED AND OPERATED FIRM. ZALLES' FAMILY IS HIGHLY RESPECTED AMONG THE BUSINESS COMMUNITY. FIRM'S LARGE HEAD OFFICES AND SHOWROOM ARE LOCATED IN DOWNTWON LA PAZ. HAS BRANCH OFFICE IN SANTA CRUZ AND AGENCIES IN ORURO, COCHABAMBA, AND TARIJA. THREE LA PAZ BANKS STATE FIRM HAS GOOD COMMERCIAL AND FINANCIAL REPUTATION AND ITS OBLIGATIONS ARE MET PROMPTLY. EMBASSY RECOMMENDS SUBJECT AS AN EXCELLENT TRADE CONTACT.

22. PREPARED BY JBILBAO APPROVED BY:JPMCLEAN AT: US EMBASSY LA PAZ STEDMAN

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Message Attributes

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Decaption Date: 01 JAN 1960
Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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TAGS: BEXP, BL
To: COM
Type: TE
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